



Benin Consulting
Group
International



Programme Approche Communale pour le Marché Agricole (ACMA)

ACMA

Communal Approach for Agricultural Market in Benin Republic

The Benin-Nigeria trans-border market: vector of local economic development

CONTEXT

Markets of Nigeria are already provisioned from Benin but with no real exploitation of the opportunities offered. These cross-border transactions are mainly done in the informal sector. Traders, processors and producers face major challenges affecting this commercialization and which ultimately does not pay these economic actors at fair value. Moreover, despite all the support to promote agricultural sectors oriented toward production and processing, the result is far from being satisfactory. It is in front of this observation that the Communal Approach for Agricultural Market (ACMA) in Benin Republic program focuses on the market, which is the starting point for its interventions.

ACMA PROGRAM

The ACMA program aims to contribute the improvement of food security and the increase of the agricultural incomes of Beninese economic actors. For this, it sets three specific objectives: (i) local economic actors' trade power is enhanced, (ii) trade with Nigeria and in local markets have increased and (iii) local supply and circulation of the products have quantitatively and qualitatively increased.

The target groups are producers, transformers, traders of which 40% are women in 22 communes of three departments bordering Nigeria: Ouémé, Plateau and Zou.

The priority products are palm oil, palm nut kernel, corn, soybean and groundnut, chilli pepper, cassava and derivatives (gari, tapioca and lafun), and fish (fresh and smoked).

The program is funded by the Embassy of the Kingdom of the Netherlands in Benin, for a period of 4 years (2013-2017), and has an overall budget of 10 million euros. 40% of the budget is intended for commercial facilities under "communal project management" to increase trade.

The ACMA program is implemented by a consortium of five international organizations: International Fertilizer Development Center (IFDC), Royal Tropical Institute (KIT), CARE International-Benin / Togo, Sahel Capital Partners & Advisory Ltd. Benin Consulting Group International (BECG). International Fertilizer Development Center (IFDC) leads the consortium.

IMPLEMENTATION STRATEGY

The strategy of ACMA program is oriented on the agricultural market, especially the one of Nigeria, and is based on two components which are strongly linked:

- (I) the supply and demand and
- (ii) the communal approach.

The supply and demand's component

The first component comprises the support of the program to economic actors who are linked through the Agricultural business Cluster (ABC) and buyers of Benin and Nigeria.

The actors organized in ABC (supply) are actively involved in:

- The process of mobilization of product supply (quantity and quality);
- Strategies of sell in bulk (reducing transaction costs, ensure better income);
- The inclusion of small (s) producers, transformers, traders, vulnerable groups in mobilizing the offer and bundling;
- Improving the competitiveness of products (negotiations, contracts, organizing logistics, commercial transactions);
- Research of suitable funding for members of ABC;
- Management of market infrastructures for collective transaction;
- Potential buyers (demand) are identified in Nigeria, particularly around Lagos and Ogun and Oyo states. The ACMA program facilitates their linking and business exchanges with Agricultural Business Clusters (ABC) in BENIN.

The communal approach's component

The second component touches activities that are oriented towards communale concertation frameworks or inter-communale concertation frameworks (CCC / CCIC) involving economic operators (ABC - private sector) and municipalities (mayors and municipal councils - representatives of the public sector) to promote a better business environment.

These consultation frameworks are institutional innovations through their economic role, their thematics (business climate) and the voice they want to give to agro-alimentary private sector in front of local authorities.

The creation of legitimate and legal frameworks is based on:

- A dynamic commercial-scale with Nigeria, its potential contribution to the local economy and, therefore, the interest of local authorities to invest in it;
- The active involvement of key stakeholders: (i) the private sector, (ii) local authorities, (iii) the supervisory structures (prefects) and (iv) the decentralized services of the State that affect commercial transactions.

The ACMA program facilitates public-private dialogue at the level of CCC / CCIC which is oriented on:

- Identification of merchant infrastructure, to achieve mastery in the communal work, the effective benefit of ABC actors including vulnerable groups;
- The lobby-advocacy to be developed on the constraints on cross-border trade with Nigeria, including road harassment, local, national and sub regional rules

AMBITIONS OF ACMA PROGRAM

- Forty-one (41) ABC built in the three targeted departments;
- At least 300 economic organizations of actors supported through the ABC are involved in commercial transactions;
- The CCC / CCIC initiated in the 3 departments to facilitate the business environment and promote trade with Nigeria and in Benin;
- Market-related infrastructures (storage warehouse, processing equipment, etc.) established in the towns that are 'strategic' for cross-border trade;
- Thirty-five thousand (35,000) economic actors (men and women) affected by the actions of the program (40% women);
- More than 220 million FCFA loans to ABC actors through flexible arrangements;
- Objective of 4500 tons of warranted products sold at a remunerative price to increase revenue;
- Thousands of tons of targeted products sold by the actors of the ABC in Nigeria and Benin;
- Revenues of the direct economic actors (male / female) ABC members increased by 30%.

For sustainable sourcing of raw materials and collaboration with the farmers contact us:

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